

Message Text

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17

ACTION IO-03

INFO OCT-01 SS-14 ISO-00 EUR-08 EB-03 OIC-01 L-01 TRSE-00

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R 030750Z FEB 76

FM AMEMBASSY VIENNA

TO SECSTATE WASHDC 7689

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LIMITED OFFICIAL USE VIENNA 0789

LIMDIS

E.O. 11652: N/A

TAGS: UNIDO, EIND, APER (REIDHEAD, PARIS W)

SUBJECT: UNIDO - US CONSULTANT TO EXPLORE POSSIBILITIES FOR
REDEPLOYMENT OF US INDUSTRIES

REF: STATE 21560

1. ON JAN 30 A CONSULTANCY SERVICE CONTRACT WAS SIGNED
IN VIENNA BETWEEN UNIDO AND AMERICAN CONSULTANT PARIS W.
REIDHEAD. THE CONTRACT IS OF NOTE, ACCORDING TO UNIDO, ON
TWO COUNTS: (A) THIS IS A RARE CASE OF EXTENDED SERVICE
CONTRACT UNDER WHICH THE CONSULTANT WILL WORK ENTIRELY IN
A DEVELOPED COUNTRY AND (B) THIS IS THE FIRST SUCH CONTRACT
ENTERED INTO IN FOLLOW-UP OF LIMA AND SS-7 LOOKING TO CONCRETE
ACTION IN THE FIELD OF "REDEPLOYMENT" OF INDUSTRY. THE CONTRACT,
WHICH RUNS TO DEC 31, 1976, CALLS FOR REIDHEAD TO EXPLORE
AND IDENTIFY WITHIN THE AMERICAN BUSINESS COMMUNITY
POSSIBILITIES FOR AND INTEREST IN "REDEPLOYMENT" OF
INDUSTRIAL OPERATIONS TO DEVELOPING COUNTRIES.

2. DURING HIS STAY IN VIENNA REIDHEAD CALLED TO
INTRODUCE HIMSELF AND BRIEF MISSION ON BACKGROUND
AND SUBSTANCE OF THE CONTRACT. ORIGINS OF ARRANGEMENT
LAY IN CONVERSATIONS BETWEEN REIDHEAD AND AFIFI IN
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NEW YORK DURING 30TH GA AT WHICH TIME AFIFI APPARENTLY

HAD IN MIND USING REIDHEAD TO LOCATE US CONSULTING FIRMS AND/OR INDIVIDUAL EXPERTS TO WORK ON UNIDO FIELD PROJECTS. DURING REIDHEAD'S VISIT TO VIENNA LAST WEEK TO FOLLOW UP ON THESE CONVERSATIONS, OBJECTIVE OF THE ARRANGEMENT WAS SHIFTED TO FOCUSING ON REDEPLOYMENT OF AMERICAN INDUSTRIES. ACCORDING TO REIDHEAD, HE INTENDS TO LOOK INTO POSSIBILITIES PARTICULARLY AT LEVEL OF MIDDLE-SIZED AND SMALLER INDUSTRIAL FIRMS AND IN CONNECTION WITH MANUFACTURING PROCESSES WHICH ARE HAVING PARTICULAR PROBLEMS IN OBTAINING NECESSARY FACTORS OF PRODUCTION DOMESTICALLY, WHICH PROBLEMS MIGHT BE MET BY ESTABLISHING IN A DEVELOPING COUNTRY. REIDHEAD CITED AS AN EXAMPLE THE DIFFICULTIES WHICH THE US GLOVE INDUSTRY HAS BEEN MEETING IN OBTAINING THE REQUISITE LABOR FORCE.

3. INTERESTING ASPECT OF ARRANGEMENT IS THAT, ALTHOUGH AFIFI IS NO LONGER DIRECTOR OF DIVISION RESPONSIBLE FOR INTERNATIONAL CONSULTATIONS AND NEGOTIATIONS (AS DEPT AWARE THIS FUNCTION IS SINCE THE REORGANIZATION LOCATED IN DIVISION OF POLICY COORDINATION HEADED BY NAPOLIELLO), IT WAS AFIFI WHO HANDLED NEGOTIATION AND SIGNING OF REIDHEAD'S CONTRACT. MOREOVER, REIDHEAD WILL BE WORKING UNDER AND REPORTING TO AFIFI. FROM NAPOLIELLO'S COMMENTS TO US (SEPTEL REPORTS OUR MEETING WITH HIM) WE GATHER HE WAS NOT DISPOSED TO ASSERT JURISDICTION OF HIS DIVISION IN THIS MATTER AT LEAST AT THIS STAGE.

4. REIDHEAD INTENDS TO CONTACT FIGGINS IO/CMD FOLLOWING HIS RETURN TO WASHINGTON. WE ALSO SUGGESTED HE GET IN TOUCH WITH NESVIG EB.

5. NOT CLEAR TO US WHAT KIND OF CLEARANCE REIDHEAD REQUIRES UNDER E.O. 10422. HIS ADDRESS GIVEN AS SUITE 500, 1819 H. STREET, N.W. WASHINGTON. STIBRAVY

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Message Attributes

Automatic Decaptoning: Z
Capture Date: 01 JAN 1994
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Concepts: INDUSTRIAL DEVELOPMENT, PERSONNEL ASSIGNMENTS, CONSULTANTS, DEVELOPMENT PROGRAMS
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Draft Date: 03 FEB 1976
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Decapton Note: 25 YEAR REVIEW
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